

Message Text

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72

ACTION EB-11

INFO OCT-01 EA-11 ISO-00 AGR-20 CIAE-00 COME-00 INR-10

LAB-06 NSAE-00 RSC-01 SPC-03 STR-08 TRSE-00 CIEP-02

OMB-01 SS-20 NSC-10 PA-04 PRS-01 USIA-15 DRC-01 L-03

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R 240320Z NOV 73

FM USLO PEKING

TO SECSTATE WASHDC 1058

INFO AMCONSUL HONG KONG

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E.O. 11652: N/A

TAGS: BEXP, CH

SUBJECT: VISIT TO CHINA BY COTTON COUNCIL INTERNATIONAL

1. THREE REPRESENTATIVES OF COTTON COUNCIL INTERNATIONAL, AN ORGANIZATION OF THE US COTTON INDUSTRY, WERE IN PEKING THIS WEEK AS GUESTS OF THE CHINA NATIONAL TEXTILES IMPORT AND EXPORT CORPORATION. THE PURPOSE OF THE VISIT, ACCORDING TO COUNCIL EXECUTIVE DIRECTOR CARL CAMPBELL, IS TO REESTABLISH CONTACTS OF THE US COTTON INDUSTRY WITH THE CHINESE. THE INITIATIVE CAME FROM THE COUNCIL, WHICH HAS BEEN IN CORRESPONDENCE WITH THE PRC FOR MORE THAN A YEAR. CAMPBELL SAID THE CHINESE HAVE INDICATED THAT THEY MAY ACCEPT THE COUNCIL'S INVITATION AND SEND A DELEGATION TO THE US NEXT YEAR.

2. WHILE THE COUNCIL DOES NOT ITSELF SELL COTTON, CAMPBELL SAID THE TEXTILES CORPORATION MADE IT CLEAR IN THEIR DISCUSSIONS THAT IT IS ANXIOUS TO BUY MORE COTTON FROM THE US THAN THE AMOUNT ALREADY UNDER CONTRACQ FOR 1973-1974. (CAMPBELL DOES NOT HAVE THE LATEST FIGURES BUT ESTIMATES THAT ABOUT A QUARTER OF A MILLION BALES HAVE ALREADY BEEN ORDERED.) HE SAID THE PRC NOW ALSO WISHES TO BUY ITS COTTON DIRECTLY FROM US SUPPLIERS

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RATHER THAN THROUGH THIRD-COUNTRY FIRMS. WITH BAD EXPERIENCES

SOME OTHER COUNTRIES HAVE HAD IN PURCHASING US COTTON IN MIND, CAMPBELL SAID HE STRESSED TO THE TEXTILES CORPORATION THE IMPORTANCE OF DEALING WITH RELIABLE AND ESTABLISHED US FIRMS.

3. CAMPBELL SAID THE TEXTILES CORPORATION WANTED TO LEARN ALL IT COULD ABOUT US COTTON INDUSTRY AND EXPORTS. THEY WERE INTERESTED TO KNOW ABOUT LONG-TERM CONTRACTS ("BUYING ON CALL") AND EVEN ASKED FOR INFORMATION ABOUT PL-480 AND CCC CREDITS.

4. IN ADDITION TO CAMPBELL, THE OTHER MEMBERS OF THE DELEGATION ARE MR. W. D. LAWSON OF W.D. LAWSON AND COMPANY IN GASTONIA, NORTH CAROLINA AND MR. A. STARKE TAYLOR, JR., PRESIDENT OF STARKE TAYLOR AND SON IN DALLAS, TEXAS. THE DELEGATION LEAVES FOR CANTON ON NOVEMBER 24. CAMPBELL SAID HE WILL CONTACT AGRICULTURAL ATTACHE CHAMPEAU WHEN THE GROUP REACHES HONG KONG.
BRUCE

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